

Message Text

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SUBJECT: PLOVDIV FAIR: SPACE REQUIREMENTS

STATE FOR EUR/EE ANDREWS; USIA FOR IEE/SHIRLEY, ICS/

DAVIS; USDOC FOR BEWT/ABRAHAMSON

REF: SOFIA 376; STATE 051000

1. AS PROMISED (REFTEL, PARA 6), DCM AND P&C OFFICER VISITED PLOVDIV FAIR OFFICIALS MARCH 7 TO DISCUSS SPACE REQUIREMENTS FOR 1975 US PAVILION. THEY WERE RECEIVED BY KIRIL ASPARUHOV, FAIR DEPUTY GENERAL DIRECTOR (GENDIR KIREV WAS ILL), AND RUMEN SPIRIDONOV, OFFICER-IN-CHARGE FOREIGN PARTICIPATION.

2. ASPARUHOV SEEMED GENUINELY SURPRISED WHEN DCM DESCRIBED USG BUDGETARY SITUATION AND POINTEDLY NOTED THIS WAS FIRST TIME US HAD INQUIRED ABOUT RATE REDUCTIONS. HE STATED FAIR AUTHORITIES HAVE NEVER OFFERED SPECIAL RATES TO ANY PARTICIPANT BUT IMPLIED REQUEST NOT NEW EXPERIENCE. HE STRESSED THAT SPACE RENTAL RATES HAVE REMAINED STABLE FOR A NUMBER OF YEARS.

3. ASPARUHOV ADDED OPEN AREA IN FRONT OF PAVILION 24 IS LARGE ENOUGH FOR 120-FOOT DOME. HOWEVER, IF USG DOES NOT RENT PAVILION 24, AS IN PAST, WE MUST LEAVE THREE-TO-FOUR METERS BETWEEN DOME AND PAVILION 24, SO THAT IT CAN BE RENTED WITH UNIMPEDED ACCESS TO ANOTHER PARTICIPANT.

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4. AFTER RECOVERING FROM THE SHOCK OF USG SEEKING LOWER RATES AND HAVING BUDGETARY PROBLEMS, ASPARUHOV COMMENTED FAVORABLY ON OUR 1974 PAVILION AND HIS EXPECTATIONS FOR 1975. IN LOOKING FOR WAY OUT OF OUR DILEMMA, HE SUGGESTED USG NEED NOT RENT ENTIRE OPEN AREA, BUT ONLY THAT NECESSARY FOR ERECTION OF DOME. HE LEFT CLEAR IMPRESSION BULGARIANS WOULD NOT PUT ANYTHING ON UNUSED LAND AND IMPLIED WE SHOULD USE THIS GAMBIT ONLY IF WE ARE PREPARED TO RENT PAVILION 24 AT NORMAL RATES.

5. USING DRAWN-TO-SCALE SITE PLAN GIVEN EMBOFFS, WE HAVE DETERMINED THAT:

A. OPEN PLOT HAS MINIMUM 37 METERS (121.4 FEET) AND MAXIMUM 40.5 METERS (132.8 FEET) BETWEEN BUILDINGS. AT MIDPOINT OF DOME PAD, DISTANCE IS 39 METERS (128 FEET). THUS, 120-FOOT DOME WOULD LEAVE ONLY EIGHT FEET (2.4 METERS) CLEARANCE, NOT ENOUGH TO MEET RESTRICTION IN PARA 3 ABOVE.

B. HOWEVER, WE NEED RENT ONLY PLOT, SAY, 38 METERS (124-2/3 FEET) SQUARE TO HOLD DOME. THIS WOULD MEAN 1,444 SQUARE METERS AT \$6.70 PER SQUARE METER, OR \$9,674.80. SINCE WASHINGTON PRESUMABLY HAD PLANNED RENTING ENTIRE OPEN PLOT, AS LAST YEAR, AT COST OF \$17,969.40 (2,682 SQUARE METERS AT \$6.70), THIS WOULD REPRESENT SAVING OF \$8,294.60.

C. HAPPILY THIS IS ALMOST EXACTLY RENTAL COST FOR PAVILION 24. REFTEL GAVE ITS SPACE AS 528 SQUARE METERS, BUT FAIR AUTHORITIES SAID IT CONTAINS ONLY 504 SQUARE METERS. THIS WOULD COST \$8,467.20 (AT \$16.80 FOR COVERED SPACE), OR ONLY \$172.60 MORE THAN MONEY SAVED PER B ABOVE.

6. WE STRONGLY RECOMMEND TAKING THIS OPENING WHICH FAIR AUTHORITIES HAVE MADE FOR US AND RENT PAVILION 24 AND ONLY ENOUGH OPEN SPACE FOR DOME. WE HAVE EVERY CONFIDENCE WE CAN CONFIRM (ALTHOUGH NOT IN WRITING) IMPRESSION THAT UNUSUED LAND WILL BE LEFT OPEN. SINCE WE HAVE HAD NO INDICATION THIS LAND WOULD BE USED FOR COMMERCIAL EXHIBITORS, AS LAST YEAR, WE WILL LOSE NOTHING AND GAIN BUILDING 24 FOR ONLY \$172.60.

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7. FYI: PLAN SHOWS PRESENT DOME PAD IS 109.4 FEET (33.34 METERS) IN DIAMETER. IT WOULD NEED TO BE ENLARGED FOR NEW DOME.
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